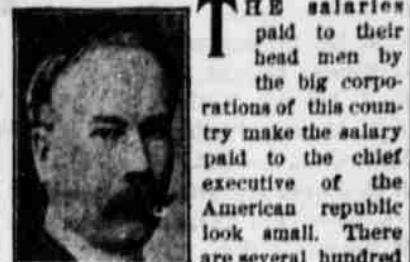


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Some Hired Men With Big Salaries
 They Get More Money Than President Roosevelt—Noted Railroad Presidents and Life Insurance Officials Who Are Well Paid.



PAUL MORTON.

THE salaries paid to their head men by the big corporations of this country make the salary paid to the chief executive of the American republic look small. There are several hundred men in the United States who draw larger salaries than President Roosevelt. Some of them have large incomes from other sources in addition to their stipulated salaries from corporations. Besides these are the men whose incomes from their business or investments mount into the hundreds of thousands or even millions. John D. Rockefeller, president of the Standard Oil company, receives a salary of \$25,000, but his total income is said to be more than a hundred times that sum. The corporations which pay the largest salaries to head officials are the leading railroads, the leading life insurance companies, the big trusts, the transportation syndicates and the biggest of the banks.

The income of corporation lawyers varies a great deal from year to year. The largest single fee ever paid a lawyer for conducting a single case is believed to have been received by William Nelson Cromwell for his work in connection with the Panama canal. He is said to have been paid a fee of \$2,000,000 for his work in that connection. James B. Dill is said to have received a fee of \$1,000,000 for settling the suit between Andrew Carnegie and H. C. Frick. W. D. Guthrie is understood to have received \$1,000,000 for breaking the will of the late Henry Bradley Plant. These are believed to be the largest single fees ever paid to lawyers in this country.

The salaries paid to the president, vice president and second vice president of the Equitable Life Assurance society come to the neat sum of \$260,000 a year. James W. Alexander has drawn \$100,000 as president and James H. Hyde the same sum as vice president, while Gage E. Tarbell's envelope called for \$50,000. The reorganization of the affairs of the company recently brought about has placed Paul Morton, who has resigned as secretary of the company, at the head of a committee in virtual control of the society, and it is supposed that he will eventually become its president and succeed to a salary of \$100,000. As head of the navy department and member of Mr. Roosevelt's cabinet he drew but \$8,000 a year.

James Hazen Hyde, in addition to drawing \$100,000 as vice president of the Equitable, has drawn \$28,000 a year from two other companies in which he has held office, and his opponents in the society have alleged that he made considerable money also out of syndicates organized for investment of the Equitable surplus. Mr. Hyde is a bachelor of twenty-nine and son of the founder of the Equitable, the late Henry B. Hyde. He is a coaching enthusiast, an officer of the French Legion of Honor, an ardent admirer of French literature, a director in over forty corporations and a member of some twenty clubs.

Richard A. McCurdy, president of the Mutual Life Insurance company, draws a salary of \$100,000 per annum. He is seventy years old, but is still a hard worker and usually is at his desk from 9 a. m. to 4 p. m. He is a Harvard graduate and at one time practiced law with Lucius Robinson, who was afterward governor of New York. He became attorney of the Mutual Life in 1905 and rose to control of its affairs.

John A. McCall, president of the New York Life Insurance company, receives a salary of \$75,000 and puts in long hours at his desk. He was born in 1849 and from early life has been in some way connected with the insurance business. He is a director in many corporations and has a splendid country seat at Long Branch.

Leonor Fresnel Loree, who recently retired as president of the Rock Island railroad, got a salary in that position

of \$75,000 a year. He was born in 1858 and educated at Rutgers college and began his railroad career in 1877 as a member of the engineering corps of the Pennsylvania road.

Stuyvesant Fish gets \$60,000 as president of the Illinois Central. He is a son of the late Hamilton Fish, secretary of state under President Grant, was born in 1851 and educated at Columbia university. His wife is a leader in the Four Hundred. The family have several homes, one of them a villa at Newport and another a New York residence which reproduces the famous Doge's palace of Venice.

James J. Hill receives a salary of \$75,000 as president of the Great Northern railroad. He was born in a log cabin in Canada in 1837 and has been a great factor in the development of the northwest.

Charles S. Mellen, president of the New York, New Haven and Hartford road, receives \$50,000. He is the railroad man whose common sense words on the subject of capital and labor were quoted by President Roosevelt in a message to congress. He is fifty years old and began his railroad career at eighteen in a humble clerkship.



C. S. MELLEN. (\$50,000)



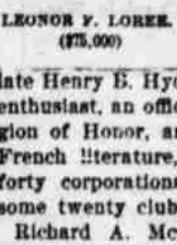
STUYVESANT FISH. (\$60,000)



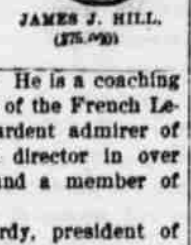
JAMES W. ALEXANDER. (\$100,000)



RICHARD A. MCCURDY. (\$100,000)



JOHN A. MCCALL. (\$75,000)



JAMES HAZEN HYDE. (\$100,000)

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JOSEPH C. LINCOLN.



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CAPE COD NOVELIST.

Joseph C. Lincoln, creator of "Cap'n Ert," an old salt's son. It was a roundabout way by which Joseph C. Lincoln, author of "Partners of the Tide," just published, got into fiction writing. After completing his education in the schools of Boston Mr. Lincoln entered a banking house, intending to rise to eminence in the world of finance. But he found it hard to develop any enthusiasm over keeping books and footing up long columns

of figures, and, having some natural talent for drawing, he determined to study art. He entered the class of a well known illustrator and for some time made pictures and enjoyed himself. It was not work to pursue this vocation, but money was slow in coming. In company with another student he rented a small studio in Boston, where he made a great many drawings and sold one now and then. It was a trip into Bohemia which he counts one of the pleasantest experiences of his life. In order to help pay studio rent Lincoln occasionally wrote a verse or humorous sketch and illustrated it and sent it to a publisher. Finding that these contributions were more marketable than the drawings alone, he began to give them more serious attention. Then he was offered the position of associate editor of the Bulletin, the official publication of the League of American Wheelmen, and his humorous contributions to this journal were widely quoted and brought him to the attention of magazine editors.

Two years ago Mr. Lincoln determined to write a novel, and the resolution took form in "Cap'n Ert," which



JOSEPH C. LINCOLN.

immediately won friends and has passed through many editions. His success led him to devote himself with greater zeal to a second book.

I'll brave the storms of Chilkoot Pass,
 I'll cross the plains of frozen glass,
 I'd leave my wife and cross the sea,
 Rather than be without Rocky Mountain Tea. Frank Hart's drug store.

FACTS ABOUT ASTORIA AND ITS INDUSTRIES

lation represents almost every nationality on earth, in consequence of which politan city of 15,000 people. Its population wharves, it enjoys marked advantage. It is a lively center of business activity. Its advantageous location at the mouth of the great Columbia river makes it the trade mart of the vast productive region of northwestern Oregon and southwestern Washington, and it is the supply point for fully 25,000 people.

The estimate of population here given is conservative. The 1900 government census accredited the city with about 9000 people, but the launching of new enterprises, together with the natural growth, has added many hundreds to the population in the past five years. Failure to develop local resources has resulted in slow growth, but a new era of commercial activity is dawning and the prospects for the city's future are very bright.

On its magnificent location and wonderful natural advantages Astoria bases its expectations of future greatness. Situated on the only fresh-water harbor of importance in the world, with the broad ocean but 10 miles from ages as a shipping center. The gravity route of the Columbia river is nature's highway for the great inland empire, the immense product of which must be exported from the ocean port. At Astoria the largest ships may find safe moorings, and its harbor will accommodate all the shipping that may ever come to the northwest coast. It is pre-eminently the Pacific slope port, as New York is the Atlantic port, and must soon receive from the transcontinental railroads the recognition which its advantages justify, as has New York on the Atlantic coast.

Development of the lumbering industry will alone make Astoria great. There are 75,000,000,000 feet of timber standing in the forests near the city. This vast timber supply is great enough to keep in steady operation for 20 years 100 large mills, and to afford employment during that period to 15,000 persons in the manufacturing plants, to say nothing of the army of workmen that would be employed in the forests. The first steps towards the development of lumbering have now been taken, and four mills, with a daily output exceeding 300,000 feet, are in operation. The forests are only a short distance from the city, and the cost of

logs to Astoria is light, making this a most desirable point for the manufacturer of lumber. The advantages offered by this city as a milling point are beginning to attract the attention of millmen who desire to operate economically, and before long Astoria will rank as the largest lumbering producing port on the Pacific coast.

The growth of the salmon industry will likewise prove of great benefit to Astoria. By means of artificial propagation, this magnificent business has come to stay. It will be built up, within a few years, to four times its present magnitude, and will then mean more than \$10,000,000 annually to the city. Several Alaskan salmon canneries are owned and operated here and each year bring large sums to their home office. The possibilities of Astoria as a fishing port or center in other lines of fishing industries are also of great importance, and the attention of capitalists is called to this city as a deep-sea fishing center; also to the great runs of genuine French salmon which come into the river by the hundreds of millions every year.

The lower Columbia river district, with its mild climate, offers unsurpassed inducements to dairymen, farmers and small fruit growers. While small-fruit growing has not been extensively engaged in, those who have followed it have been most successful, and one enterprising grower is now harvesting two strawberry crops a year—the only instance of the kind known in this section of the country. Settlement of the productive lands of the county will work wonders for the city and assist materially in its up-building.

There are many other resources which will combine to bring about the future greatness of Astoria. Here are to be found opportunities for men in every walk of life—capitalists, small investors, farmer, dairymen, fruit-grower and laborer. This new country, where fortunes await the energetic, offers to those seeking location the best advantages of any section of the west.

In every respect Astoria is metropolitan. It enjoys splendid facilities of all kinds, is a pleasure-loving city and thoroughly up-to-date. Thousands of strangers visit Astoria every month, and during the summer season it is the Mecca of those who live in the interior. It has its different quarters, like the larger cities, and, best of

all, it is the healthiest spot on earth. Astoria wants more people. Its natural resources will easily support from 250,000 to 500,000 population, yet there are only 15,000 people here to reap the benefits that nature has so generously placed at their disposal. The homeseeker will find no better place to locate, and few equal places. Labor is always in demand, at the highest wages, and there is much encouragement for the man who wishes to engage in business. Strangers often remark the uniform courtesy of the people and the general effort on the part of Astorians to make matters pleasant for visitors. The homeseeker or investor who fails to visit Astoria will make a great mistake, for no other community in the Pacific northwest offers such opportunities as the lower Columbia river district.

Astoria has a \$300,000 gravity water system, a paid fire department, first-class street car service, gas and electric lighting systems, free public library, unexcelled transportation facilities, complete school system, 40 civic societies, three daily and six weekly newspapers, excellent telegraph and telephone service, three banks carrying deposits of about \$2,000,000, two express offices, first-class theaters, 14 churches, labor unions representing every branch of trade, two energetic commercial organizations, two social clubs, admirably conducted hospital, miles of manufacturing sites, plenty of fine residence and business property; is the only fresh-water seaport on the Pacific coast; is situated at the mouth of a river that drains an empire; has a harbor large enough to accommodate the combined shipping of the Pacific coast; has a trunk-line railroad connecting it with four transcontinental railroads; is the uttermost railroad extension point on the American continent; is 200 miles nearer Yokohama and other oriental ports than any other Pacific coast port; is 160 miles nearer the Cape Nome mining country than any other port on the Pacific coast; is the salmon shipping center of the world; is the center of one of the greatest possible dairy industries that the country today possesses.

It is the only place where the royal chinook salmon is packed; has substantial public and business buildings, factories and handsome residences.

Astoria's School System.
 Astoria's school system is not surpassed by that of any other city of the size in the west. At present there

are six large school buildings here. The schools are conveniently located in all sections of the city, and in every respect are modern in their appointments. Well-appointed schools are to be found throughout the county, and children living on farms and in villages enjoy educational advantages almost equal to those afforded city children.

Astoria's Water System.
 Astoria possesses a \$300,000 gravity water system, which is not equalled in equipment by any other system in the Pacific northwest. The water works are operated by the municipal government as represented by the water commission, and constitute the city's most valuable asset. The water is brought from Bear creek, about 10 miles distant, which has its source in the mountains.

The reservoir is situated on the plateau back of the city, where the supply is regulated. The water system of Astoria is extensive enough to supply the needs of 100,000 people, besides affording fire protection to all parts of the city.

The Lumbering Industry.
 The mouth of the Columbia river has the greatest body of timber tributary and available of any point in the world.

The lumbering business is the largest in the Pacific northwest; it outranks in value of product any other line. Production of wheat is a close second, being worth \$17,000,000 a year, while the value of the lumber output is \$18,000,000. Coal, gold and silver, fruit, cattle and sheep, wool and fish, all of which are produced in great abundance, fall far below, nor hardly equal in the aggregate, the wealth derived from the forests. The town, therefore, that commands the greatest resources available of fine timber must have a great outlook. Demand for timber will not decrease, but become greater with every year.

The timber trees of the forests tributary to Astoria are, in order of quality: Douglas fir, commercially known as Oregon pine; hemlock, spruce and cedar. There are also soft, or birdseye, maple, vine maple, alder, wild cherry, willow, etc.

The fir is both red and yellow. It grows five to 14 feet in diameter, and 150 to 300 feet tall; 351 feet is said to have been measured on one fallen tree in the coast mountains. Considerable noble fir, or larch, and some white pine are found on the highest of the coast

mountains, but little near Astoria. The spruce, of the tideland species, is found only on the west slopes of the coast mountains. It attains a diameter varying from about an average of six feet to 16 or 17; and specimens 57 and 63 feet each in girth have been measured—19 to 21 feet in diameter. Hemlock occurs as a mixed or smaller growth with fir and spruce, trees seldom being of great height, although often very large. Yet cedar is found mixed with the other timbers, the trees seldom being of greater height, although often very large. Yet cedar is not plentiful in this section. In general estimates of timber production 20,000 feet to the acre are allowed. Single acres have been known to produce ten times this amount. Quarter sections of timberland on the market are usually estimated at 3,000,000 to 8,000,000 feet each, board measure.

Mills and Manufacturing.
 Although manufacturing is as yet in its infancy in Astoria, more than 4300 persons are employed in the institutions now doing business here. The salmon industry employs by far the greatest number of persons, but the seasons extend over a period of only about six months, and at other times those engaging in it follow other lines of pursuit. The lumbering industry, including box factories, barrel factories, etc., is rapidly assuming proportions, and will, within a few years, outrank the fishing interests.

Astoria wants more manufacturing concerns, and offers the very best inducements to capitalists. Here are to be found unexcelled sites, with the advantage of both rail and water connections, and the intending investor in western properties should look over the Astoria situation. Sites can be secured at very low prices.

More than \$3,000,000 is invested in manufacturing plants here, while the value of the yearly product exceeds \$6,500,000. In all, 4341 persons are employed, receiving annual wages that aggregate \$2,059,800.

Salmon Industry.
 Astoria owes its existence largely to the great salmon industry of which it is the center. Year after year the Columbia river has given up its wealth of fish, and in the past 25 years has yielded \$75,000,000, nearly all of which has been placed in circulation in this city. Where other crops have failed, the salmon supply has maintained its average of production, and in this respect can be classed as one of Oregon's

greatest resources.

The annual salmon yield of the Columbia river is valued at \$3,000,000. The spring fishing season lasts only about four months—from April 15 to August 25—so it means \$750,000 monthly to those interested in it and those who live at and near the seat of the industry.

The Dairying Industry.
 Dairying in Clatsop county is in its infancy, and very few dairymen realize the natural advantages of this country. The climate, coupled with the productiveness of the soil, makes it an ideal district for production of butter and cheese; dairymen are taking more interest in the breed and care of stock. With the genuine butter cow, such as few here have as yet, much better results may be obtained, though even now the luxuriant pasturage enables the cows to furnish an abundance of rich milk, with more than an average of butter fat. A modern equipped creamery is in operation in Astoria, furnishing the farmers a ready sale for their cream, at an average price for the year of 22½ cents per pound for butter fat; and the cows yield, under good care, about 225 pounds of butter fat per year. There is general interest in increasing the dairy business; many of the dairymen are preparing to enlarge their herds, and new dairies are being started. Ever-growing grass and the best market in the world make this an inviting field for those who understand the care of cows.

All the Oregon coast country, especially that near the mouth of the Columbia river, is very similar to the great dairying sections of Europe, such as Denmark, Holland and the Channel Islands. The winters, however, are milder and the summers drier.

The lands best adapted to grass-growing are the tidelands, which are river bottoms adjoining the Columbia or its branches, and overflowed by the highest tides. These lands may be reclaimed by diking, at an expense of about \$10 per acre. By diking large tracts by machinery—with steam dredges—the expense may be reduced, and more substantial dikes erected. One acre of tideland has been shown to be ample for keeping one cow the entire year. There are still in Clatsop county about 20,000 acres of tideland to be diked, much of it being easily cleared after the diking is done. This is no experiment, as many of the best dairy farms have been made on diked tideland.